

# K.P.I. GLOBAL INFRASTRUCTURE LIMITED

CIN: L40102GJ2008PLC083302



KPI/INV/PPT/Q3FY22/230

Date: January 18, 2022

**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400 001

**National Stock Exchange of India Limited**  
Exchange Plaza,  
Bandra Kurla Complex,  
Bandra (E), Mumbai - 400051

**Scrip Code: 542323**

**Symbol: KPIGLOBAL**

**Sub.: Investor Presentation/Key highlights of Q3FY22 performance**

Dear Sir,

Apropos the captioned subject, please find attached herewith the Investor Presentation along with the key highlights of the Q3FY22 performance of the Company.

This is for your information and records.

Thanking You,

Yours faithfully,  
For K.P.I. Global Infrastructure Limited

  
**Rajvi Upadhyay**  
Company Secretary & Compliance Officer



Encl.: a/a

# KPI Global

INFRASTRUCTURE LIMITED

INVESTOR

PRESENTATION Q3FY22

BSE / NSE – KPIGLOBAL – 542323

[www.kpigil.com](http://www.kpigil.com)





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# Company Profile





## About KP Group

KP Group was founded by **Mr. Farukbhai Gulambhai Patel** in 1994 which is now well recognized group of Gujarat. What started as a logistics service provider in 1994 is now a group with a combined turnover of over ₹ 2 Billion.

The Group has completed more than 27 years of its successful operations and today consists of several group of companies, all contributing to the fast and robust growth of the group. During the last decade the group has achieved phenomenal growth as a result of diversification into fabrication and galvanizing, renewable energy sector (Solar & Wind) and Telecom infrastructure.

The group has leveraged rapid industrialization and economic progress of the country by developing business in renewable energy sector (Solar & Wind).

KP Group has successfully completed Initial Public Offer in both Solar and Wind renewable energy segment of the group. Further, the solar business segment of the group has successfully migrated its equity shares of the company from BSE SME platform to the Main Board of BSE Limited and also to the Main Board of National Stock Exchange of India Limited (NSE) on July 27, 2021.





### VISION

“Power India by the Power of Nature”



### MISSION

Our goal is to accelerate the adoption of solar technology across India to conserve our environment and provide an environment friendly and sustainable power supply. For this we develop economical and sustainable solar renewable energy generating models for our customers and thereby transit them from fossil fuel energy to solar energy.



### VALUES

Ethical, Transparent, Equal-Opportunity to all, Respect for Diversity (gender, geography, religion, language, etc.), Respect for the individual, Environmentalism



## About KPI Global

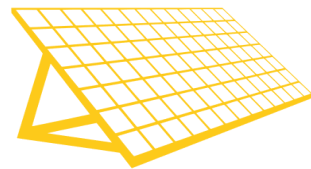
KPI Global Infrastructure Ltd (KPI) is a multi-dimensional solar energy player, with interest in power generation both as an Independent Power Producer (IPP) and as a service provider to Captive Power Producers (CPP) under the brand name of 'Solarism'.

KPI is promoted by Mr. Faruk G. Patel, having rich experience in diversified sectors including solar and wind energy space.

KPI has received 'Excellence In Solar Park Award – 2016' from Mission Energy Foundation, Mumbai and our Promoter is in receipt of 'Legends of Surat – 2018' award from Gujarat Mitra, a leading newspaper in Gujarat.

KPI was incorporated in 2008 and listed on SME platform of BSE in 2019. KPI have two wholly owned subsidiaries, viz., KPIG Energia Private Limited and Sun Drops Energia Private Limited.

KPI has successfully migrated its equity shares of the company from BSE SME platform to the Main Board of BSE Limited and also to the Main Board of National Stock Exchange of India Limited (NSE) on July 27, 2021.



**~92 MW**

Cumulative capacity energised for both IPP and CPP

**64.5 MW**

Cumulative capacity energised under IPP segment

**27.6 MW**

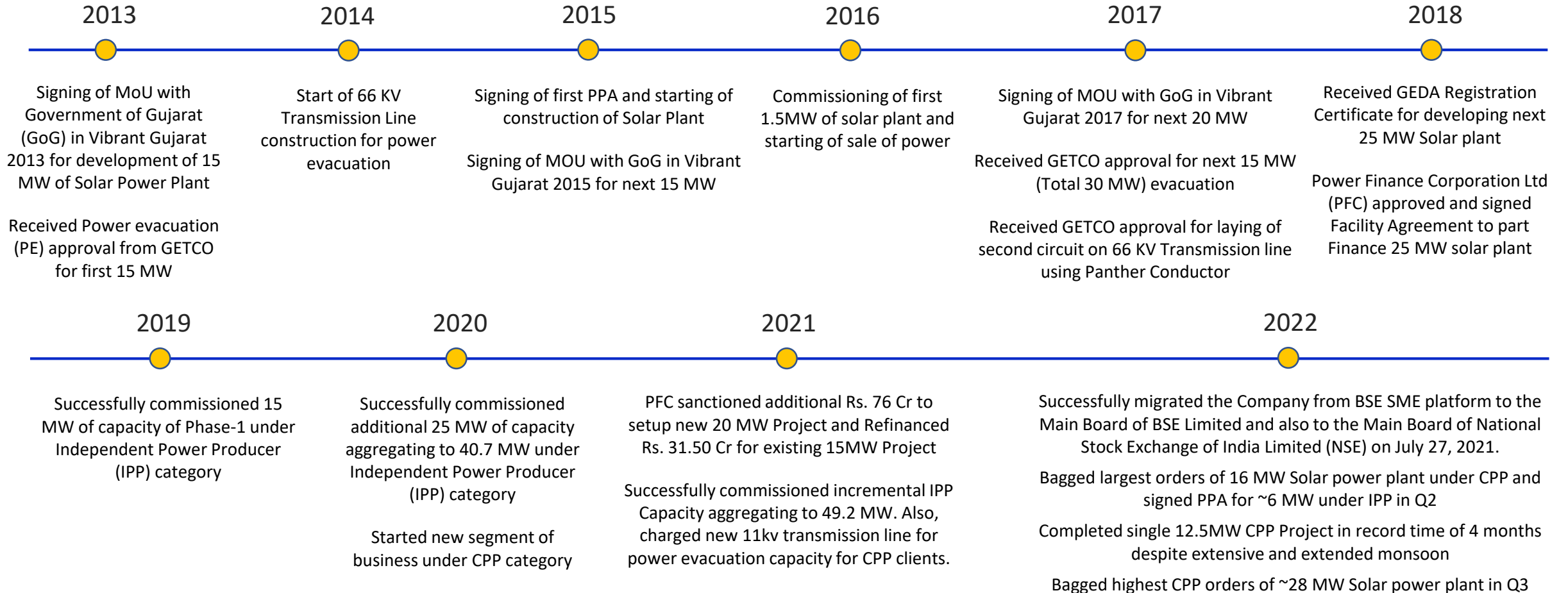
Cumulative capacity energised under CPP segment



Gujarat-focused portfolio



# KPI Global - Journey







# Performance Highlights



## Standalone Profit & Loss

(Rs. in crores)

Particulars	Q3 FY22	Q2 FY22	Q3 FY21
Revenue from Operations	57.81	55.47	13.82
Total Income	58.01	55.73	13.88
Total Operating Expense	33.09	33.57	7.31
<b>EBITDA</b>	<b>28.37</b>	<b>23.73</b>	<b>10.72</b>
Interest Cost	8.61	7.57	5.54
Depreciation and Amortisation	3.45	1.57	4.16
Profit before Taxes	16.31	14.59	1.03
<b>Profit After Taxes</b>	<b>12.52</b>	<b>11.90</b>	<b>(2.79)</b>
EPS	6.93	6.59	(1.55)

**318%**  
Revenue from Operations  
Y-O-Y

**165%**  
EBITDA  
Y-O-Y

**548%**  
Profit After Taxes  
Y-O-Y



## Standalone Segment Result

(Rs. in crores)

Particulars	Q3 FY22	Q2 FY22	Q3 FY21
<b>REVENUES</b>			
Solar Power & Solar Power Plant	57.33	53.41	11.74
Plot	0.48	2.06	2.09
<b>SEGMENT RESULT</b>			
Solar Power & Solar Power Plant	21.71	18.03	3.68
Plot	0.13	1.82	1.83
<b>CAPITAL EMPLOYED</b>			
Solar Power & Solar Power Plant	73.21	75.66	(58.49)
Plot	2.39	4.40	14.18





## Consolidated Profit & Loss

(Rs. in crores)

Particulars	Q3 FY22	Q2 FY22	Q3 FY21
Revenue from Operations	62.20	57.43	13.82
Total Income	62.40	57.73	13.88
Total Operating Expense	36.67	35.21	7.34
<b>EBITDA</b>	<b>29.18</b>	<b>24.09</b>	<b>10.70</b>
Interest Cost	8.80	7.57	5.54
Depreciation and Amortisation	3.45	1.57	4.16
Profit before Taxes	16.93	14.95	1.00
<b>Profit After Taxes</b>	<b>13.14</b>	<b>12.26</b>	<b>(2.82)</b>
EPS	7.27	6.78	(1.56)

**350%**  
Revenue from Operations  
Y-O-Y

**173%**  
EBITDA  
Y-O-Y

**566%**  
Profit After Taxes  
Y-O-Y



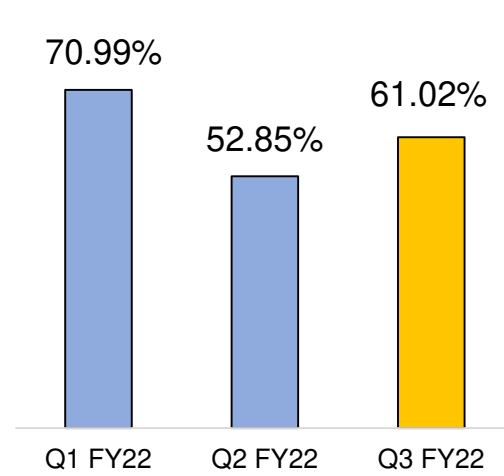
## Consolidated Segment Result

(Rs. in crores)

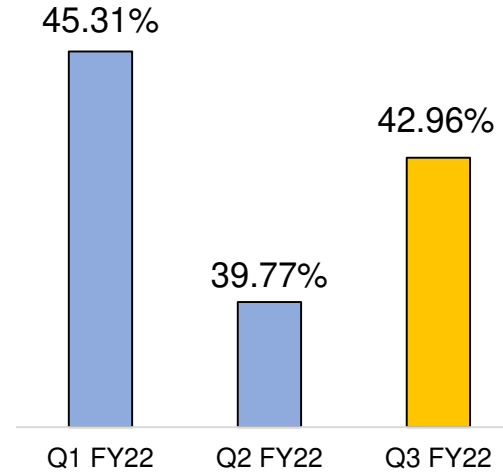
Particulars	Q3 FY22	Q2 FY22	Q3 FY21
<b>Revenue</b>			
Solar Power & Solar Power Plant	61.72	55.37	11.74
Plot	0.48	2.06	2.09
<b>SEGMENT RESULT</b>			
Solar Power & Solar Power Plant	22.38	18.48	3.68
Plot	0.13	1.82	1.83
<b>Capital Employed</b>			
Solar Power & Solar Power Plant	91.19	191.63	(17.61)
Plot	2.39	4.40	13.93



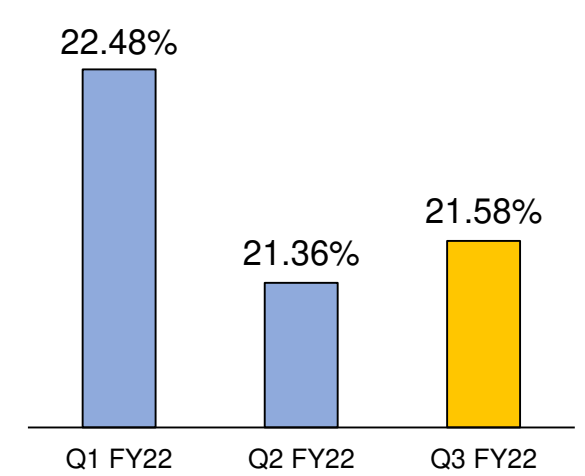
# Key Ratios



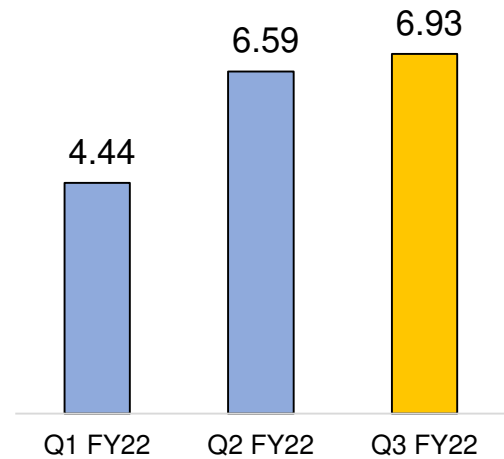
**Gross Profit Margin**



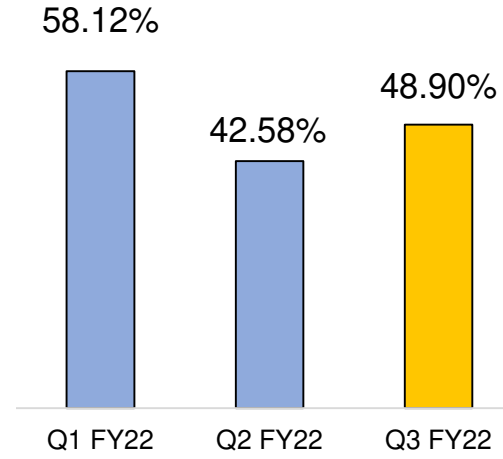
**Operating Profit Margin**



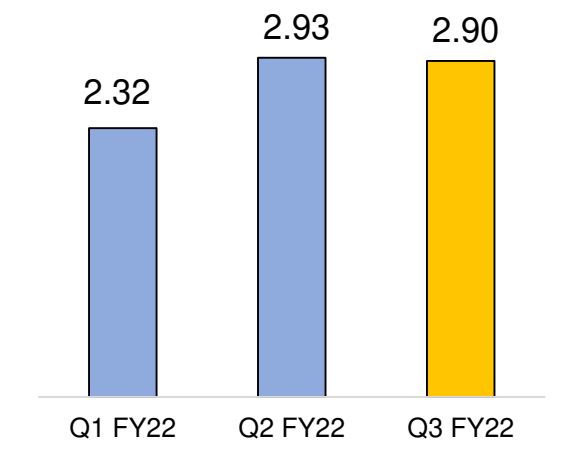
**Net Profit Margin**



**EPS**



**EBITDA Margin**



**Interest Coverage Margin**





## Management Commentary



We have maintained consistent growth in Revenue from operation as well as in profitability margins for the reporting period. In the third quarter, we achieved a splendid performance in comparison with previous reporting periods.

Our revenue from operations increased by 318% as compared to **Q3 FY2021** & **4%** as compared to **Q2 FY2022**. Also, nine-month revenue from operations enhanced by **168%** and remained at **Rs.148.70 Cr** in **FY22** against **Rs.55.46 Cr** same period last year.

Our revenue of **Rs. 15.17 crore** from sale of power has recorded excellent growth of almost **50%** as compared to last quarter, which has significantly contributed for growth in operating profit in the current quarter. During the last quarter, the sale of power was on lower side because of heavy and extended monsoon, however, the situation has improved and normalised during the current quarter.

There is an impact of season in the second and third quarter of our company. As regards sale of power for nine month ended 31st December 2021, we have observed increase in sale by almost **15%** to **Rs.39.16 Cr** against **Rs. 34.21 crore** of sale for nine-month during last year. Also, while assessing Captive power project Segment, during third quarter, revenue at **Rs. 42.16 crore** during the current quarter is almost in line with last quarter. Moreover, during the nine months under review, revenue from captive power project of **Rs. 105.58 crore** has significantly improved by almost **530%** as against **Rs.16.77 Cr** in same reporting period previous year.

Standalone Net profit margin has been recorded at **21.58%** ie. **Rs.12.52 Cr** in **Q3 FY2022** as compared to **Rs. 11.90 Cr** for **Q2FY22**. Also, Gross profit Margin & Operating Profit Margin has also improved during the reporting period as against **Q2FY2022**.

While Assessing Consolidated results, revenue from operation has increased from **Rs.57.43 Cr** to **Rs.62.20 Cr**, recording growth of almost **8.5%** as compared to previous quarter. In addition to that Consolidated Net Profit for **Q3 FY22** stands at **Rs.13.14 Cr** which is almost **7%** higher than last quarter.

ICRA has revised and upgraded outlook on our company to **positive from stable** with **BBB+** rating.



## Q3 FY22 Performance Highlights

Independent Power Producer (IPP)	Capacity energized upto Q3 FY22 <b>64.5 MW</b>		Order in Hand / Execution capacity upto Q3 FY22 <b>~15 MW</b>
Power Generation (In Units)	H1FY22 <b>4.44 Cr</b>	Q3 FY22 <b>2.70 Cr</b>	Portfolio CUF in Q3 FY22 <b>18.86%</b>
Captive Power Producer Sales (CPP)	Capacity energized upto Q3 FY22 <b>27.6 MW</b>	Capacity addition in Q3 FY22 <b>17.5 MW</b>	Order in Hand / Execution capacity upto Q3 FY22 <b>~45 MW</b>
Cumulative Capacity (IPP & CPP)	Energized upto Q3 FY22 <b>92.1 MW</b>	Addition in Q3 FY22 <b>17.5 MW</b>	Order in Hand / Execution capacity upto Q3 FY22 <b>~60 MW</b>

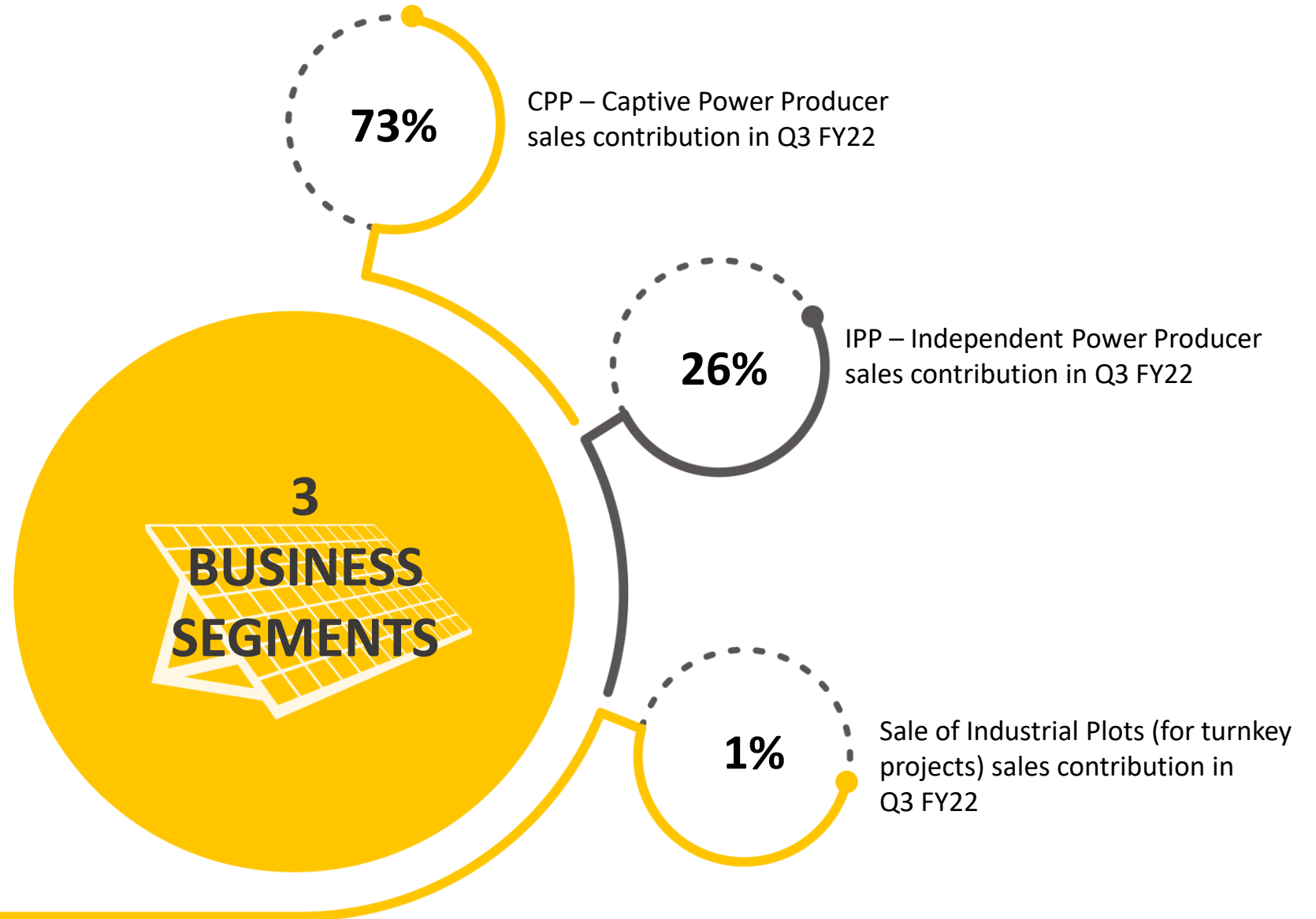


# Business Segments





# Business Segments

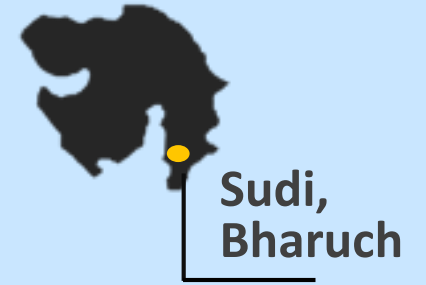




## IPP – Independent Power Producer

Under IPP Segment, KPI develops and maintains grid connected solar power projects as IPP and generates revenue by selling power units generated from our solar plants through Power Purchase Agreements ('PPA') with reputed business houses.

All the IPP Business are currently carried out at our plants located at Sudi, Samiyala, Tanchha and Bhimpura villages in Amod taluka of Bharuch district, Gujarat (Solarism Plant). Our Company has established a ~13.25 km long 66 KV transmission line from our Solarism Plant at Sudi and ~1.75 km long 11 KV transmission line from Solarism Plant at Bhimpura to the Gujarat Energy Transmission Corporation Limited ('GETCO') substation located at Amod, Bharuch, Gujarat for evacuation of the solar power generated at its Solarism Plants.



### 100% PPAs

with Investment Grade rated companies

### ~ 64.5 MW

Cumulative Capacity Energized

**~ 15 MW**  
Capacity addition in H1FY22:

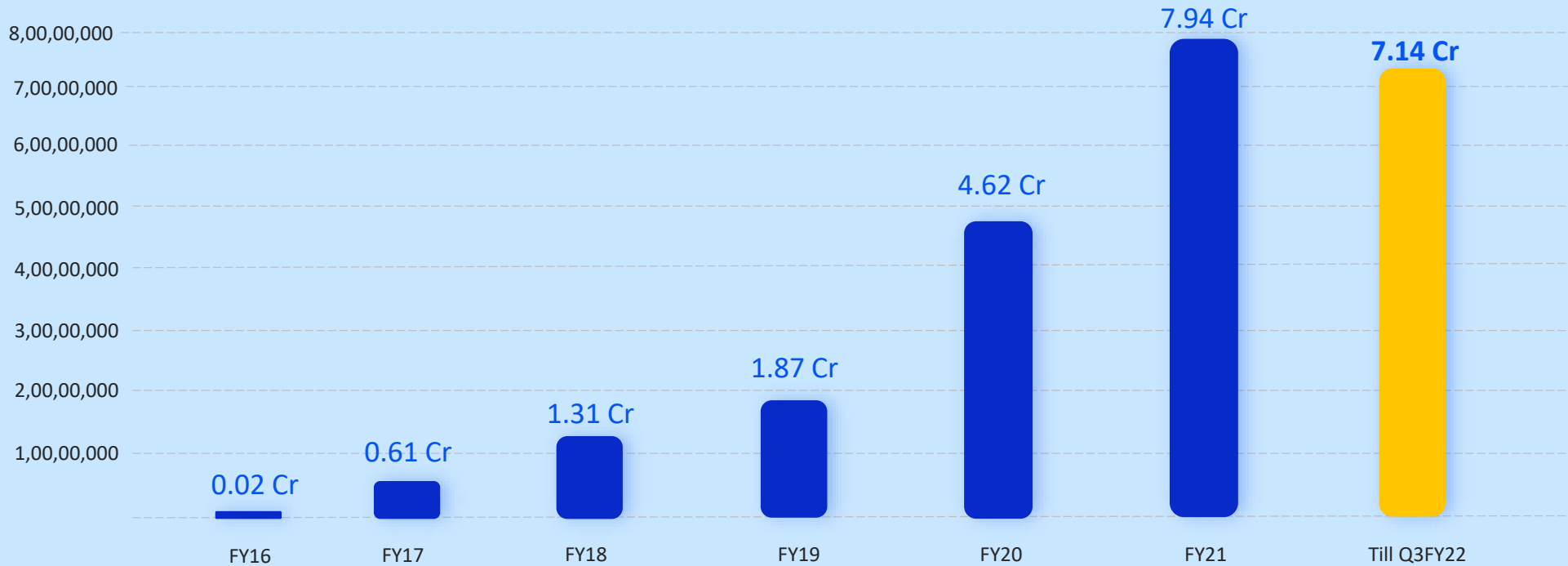
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**~ 15 MW**  
Order in hand/execution

- Long-term focused PPA Portfolio (15-20 years)
- 85% with AA- or higher rated companies
- 168 MW Cumulative power evacuation approval received from GETCO
- Dedicated 66KV & 11KV power evacuation infrastructure for 100% portfolio



# Units Generation Growth under IPP







## Our IPP (PPA) Clientele:



UPL LIMITED



LARSEN & TOUBRO  
LIMITED



CADILA HEALTHCARE LIMITED



MEGHMANI ORGANICS LIMITED



COLOURTEX INDUSTRIES PRIVATE  
LIMITED



CHEMINOVA INDIA  
LIMITED



POLYCAB INDIA LIMITED



CHINA STEEL CORPORATION INDIA  
PRIVATE LIMITED



ORILON INDIA PRIVATE  
LIMITED



SONGWON SPECIALTY CHEMICALS  
INDIA PRIVATE LIMITED



ARTI SILK MILLS PRIVATE  
LIMITED



BEST PAPER MILLS  
LIMITED



## CPP – Captive Power Producer

Under CPP Business Segment, KPI develops, transfers, operates and maintains grid connected solar power projects for CPP customers and generates revenue by selling these projects to CPP customers for their captive use requirements. The CPP Business are also carried out at our plants located at Sudi, Samiyala, Tanchha and Bhimpura villages in Amod taluka of Bharuch district, Gujarat (Solarism Plant).

KPI develops the solar power projects on behalf of the customers by entering into a turnkey agreement. This would enable the CPP customers to not only use a common pool of grid connected land to generate solar power, but also provide the ready-made common infrastructures to evacuate power, using our transmission line from Solarism Plants to the nearest GETCO Substation.

KPI also provides Operation & Maintenance Services (OMS) by entering into a separate OMS Agreement for 25 years with CPP clients which is a long-term annuity source of revenue.

~ **27.6 MW**

Cumulative Capacity  
Energized

~ **45 MW**

Order in hand/execution

➤ Major savings to CPP clients on electricity expenses

➤ Ready to use Common Infrastructures to evacuate power

➤ Recurring Income for **25 years** against Operation & Maintenance of CPP Plants

➤ Bagged highest CPP orders of **~28 MW** Solar power plant in Q3



## Industrial Plot Sale

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- KPI sells land parcels to third parties, which are taken back on lease for 25 years for developing solar power plants.
- The company pays a fixed leased rental to the landowners as per the lease agreement.
- The company had established an initial solar power plant of 5 MW on the plots of leased land. Since the initial needs have already been fulfilled, the company has reduced quantum as it needs owned land for project finance.

**CUMULATIVE LAND  
BANK:**

**450+ acres**





# Our Strengths





# KPI Going Forward

## CAPTIVE POWER PRODUCER

Contributes to **top-line**

- Achieving brisk top-line & bottom-line growth through CPP business
- Cumulative portfolio target – 200 MW by 2025

## INDEPENDENT POWER PRODUCER

Contributes to **bottom-line**

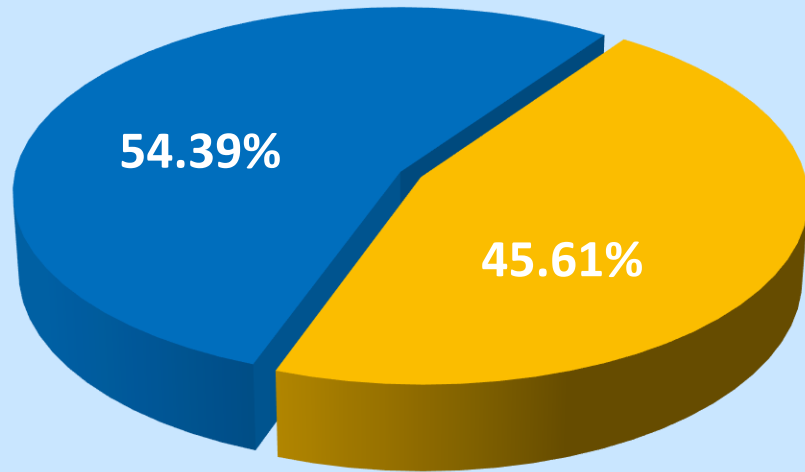
- Achieving annuity-based income and strong bottom-line through IPP business.
- Cumulative portfolio target – 500 MW by 2025





# Market Statistics

## Share Holding %



● Promoter shareholding    ● Public shareholding

**821.23 Cr**  
Market Capitalization

**1.80 Crore**  
Total Shares

**454.55**  
52 Week High

**542323**  
BSE Scrip Code

**454.55**  
Current Price

**KPIGLOBAL**  
NSE Symbol





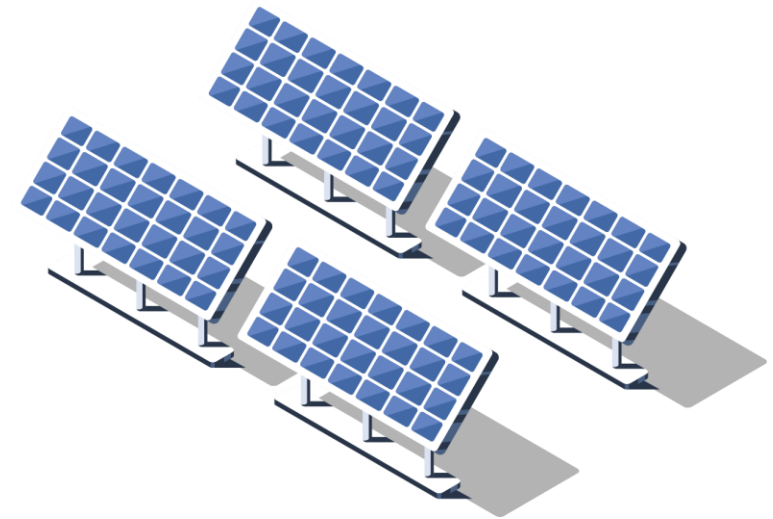
## Get In Touch

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**Ms. RAJVI UPADHYAY**

Company Secretary and Compliance Officer

[cs@kpgroup.co](mailto:cs@kpgroup.co)





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